AWS CloudFormation
AWS Service Delivery Program
Consulting Partner Validation Checklist

December 2019
Version 2.2

aws partner network

Introduction

The goal of the AWS Service Delivery Program is to recognize APN Partners who demonstrate successful customer delivery and experience in specific AWS services. The AWS Service Delivery Validation Checklist is intended to prepare APN Partners who are interested in applying for AWS Service Delivery. This checklist provides the criteria necessary to achieve the designation(s) under the AWS Service Delivery Program.

Expectations of Parties

Once APN Partners have applied to a designation within AWS Service Delivery, APN Partners undergo a validation of their capabilities known as the technical validation upon applying for any AWS Service Delivery designation, and every 12 months thereafter. AWS leverages in-house expertise and may leverage a third-party firm to facilitate the review.

AWS reserves the right to make changes to this document at any time. **It is expected that APN Partners will review this document in detail *before* submitting an AWS Service Delivery application, even if pre-requisites are met.** If items in this document are unclear and require further explanation, please contact your Partner Development Representative (PDR) or Partner Development Manager (PDM) as the first step. Your PDR/PDM will contact the Program Office if further assistance is required.

In order to begin the validation process, please follow the steps outlined below:

- Step #1: Review the Partner Validation Checklist and ensure all requirements are met
- Step #2: Submit an AWS Service Delivery Application through the APN Partner Central
  - Login to the APN Partner Central
  - Click "View My APN Account" in left navigation
  - On this page, first submit the following:
    - Your AWS Service Specific AWS Customer Case Study (2) with attached Architecture Diagrams
    - Your AWS Service Specific Consulting Practice
  - Next, scroll to AWS Service Deliveries and select the AWS service you want to apply for
  - Complete the Service Delivery Application
- Step #3: Email completed Self-Assessment to aws-service-delivery@amazon.com

Incomplete applications will not be considered and will be declined until all requirements are met.

Once your firm's application has been submitted through the APN Partner Central, the APN Team will review for completeness and for compliance with the prerequisites. Next, we send applications to in-house or third-party experts to complete a Technical Validation.

AWS recommends that APN Partners have individuals who are able to 1) provide evidence of compliance and 2) speak in-depth to the technical requirements about the AWS Service during the validation process.

Upon completion of the Technical Validation, APN Partners will receive a final status for the submitted application either confirming or not confirming the APN Partners' acceptance into the Service Delivery Designation. APN Partners may attain one or more AWS Service Delivery Designations. Attaining one designation does not guarantee approval into additional Service Delivery Designations.

AWS Service Delivery Program Prerequisites

AWS Service Delivery Partners have demonstrated success helping customers evaluate and use AWS services productively, at varying levels of complexity, and at scale by completing the below requirements.

The following items must be met before a Technical Validation review will be scheduled. These items will be validated by the AWS Service Delivery Program Manager; any deficiencies must be addressed prior to scheduling a validation review.

1.0 APN Program Requirements		Met Y/N
1.1 Program Guidelines	The APN Partner must read the Program guidelines and Definitions before submitting the application. Click here for Program details.	
1.2 Program Requirements	APN Partner is Select, Advanced, or Premier APN Consulting Partner (view requirements)	
2.0 AWS Customer Case Studies		
2.1 AWS Customer Case Studies	APN Partner has two (2) case studies demonstrating successful delivery of the AWS service(s). **Case studies must be for projects that are in production, rather than in pilot or proof of concept stage. Projects that are still in development stage will not be accepted. AWS will not accept case studies in which the partner's customer is an internal or affiliate company.** ***Note**: Public-facing case studies are encouraged over private case studies, as they may be used by AWS for marketing purposes. Evidence of a publicly referenceable case study must be provided in the form of a case study, white paper, blog post, or equivalent, and must be easily discoverable on the APN Partner's website. For best practice on how to write a Public Case Study See Here*	
	APN Partner provides for each case study: ▪ Name of the customer (Internal or affiliate case studies will not be accepted) ▪ AWS Account ID (Will be used to verify AWS service usage) ▪ Problem statement/definition ▪ What you proposed ▪ How AWS services were used as part of the solution ▪ Third party applications or solutions used ▪ Start and end dates of project (Case studies must be for projects started within the past 24 months, and must be for projects that are in production) ▪ Outcome(s)/results ▪ Lessons Learned	
2.2 Architecture Diagrams	Submitted case studies must include architecture diagrams. ▪ Architecture diagrams must detail how the solution interacts with the AWS Cloud; specifically, what AWS tools and services are used in the solution ▪ Diagrams must also include evidence of AWS best practices for architecture and security **Note:** *For best practice on how to build an accepted Architecture Diagram See Here*	
2.3 Partner Practice Microsite	APN Partner must have an AWS-branded microsite that is related to or specific to AWS service. ▪ APN Partner microsite must be accessible from APN Partner home page; Home page is not acceptable as a microsite. **Note:** *For best practice on how to build an accepted Microsite See Here*	
3.0 APN Partner Self-Assessment		
3.1 Program Validation Checklist Self-Assessment	APN Partner must conduct a self-assessment against designation requirements using the AWS Service Delivery Validation Checklist. ▪ APN Partner must complete all sections of the checklist.	

	▪ Completed self-assessment must be emailed to aws-service-delivery@amazon.com, using the following convention for the email subject line: "[APN Partner Name], Service Delivery Partner Completed Self-Assessment."	

AWS Service Delivery Program Requirements

In preparation for the validation process, Partners should become familiar with the items outlined in this document, and prepare objective evidence, including but not limited to: prepared demonstration to show capabilities, process documentation, and/or actual customer examples.

AWS CloudFormation Approval Criteria

The AWS Service Delivery Program is guided by AWS best practices and Well Architected Framework.

AWS CloudFormation Validation Checklist		Detailed Description of Evidence	Met Y/N
1.0 Case Study Requirements	**Each Case Study includes the following details regarding AWS CloudFormation:** ▪ Summary of customer environment (mixed-cloud, native, etc.), what the AWS CloudFormation stack is provisioning and what regions specifically deployed. ▪ How the AWS CloudFormation template is being initiated or deployed (via CI/CD toolset, self-service catalog, console, in-house tools, internally developed tools and/or scripts, etc.)	Customer implementation description or documentation	
	Each Case Study addresses at least one of the deployment patterns and one of the workload patterns: **Deployment** ▪ Blue Green Deployment using AWS CloudFormation to deploy AWS resources ▪ Rolling-update Deployment using AWS CloudFormation to deploy AWS resources ▪ Continuous Delivery of Infrastructure using AWS CloudFormation and AWS CodePipeline or any other continuous integration (CI) and continuous delivery/deployment (CD) pipelines (Jenkins, Atlassian Bamboo, CircleCI, etc.) **Workload** ▪ Model serverless applications that use services such as AWS Lambda, Amazon DynamoDB, and Amazon API Gateway using SAM or any other serverless framework that creates CloudFormation stacks ▪ Model microservices application architecture using Amazon EC2 Container Service ▪ Use CloudFormation for implementing and helping to enforce compliance standards such as HIPPA, NIST, and PCI	Customer implementation description, documentation, and proof.	
2.0 AWS Service Requirements	**2.1 Solution Characteristics:** **Template Authoring & composition: Each AWS CloudFormation Template addresses:** ▪ Use of basic constructs including: mapping (for region to AMI mapping, etc), template parameters, AWS pseudo parameters (ex.		

	!Ref AWS::Region), and AWS specific parameter types (ex. AWS::EC2::KeyPair::KeyName for ssh keys), parameter store(ssm), CFN intrinsic function(ex.) ▪ Modularity: Template nesting and/or Cross stack references ▪ Validations of parameter input ▪ Use of parameter groups with labels and descriptions for easier parameter understanding ▪ AWS Cloudformation templates split into logical stacks so modules are decoupled, reusable, easier to maintain ▪ Use outputs with helpful stack information on resources created, ex. ALB dns name, bastion host public IP, etc. **2.2 Stack Management:** ▪ Template in version control, code repository or AWS Service Catalog ▪ Manage changes to AWS CloudFormation stacks and resources through AWS CloudFormation ▪ Avoid custom naming resources such as S3 bucket names or SNS topic names - these cannot be updated, it must be replaced **AWS recommends one or more of the following use cases are implemented in AWS CloudFormation templates and are highlighted in Customer Case Studies:** ▪ Dry-run - Use of Change Sets to conduct dry run and manage updates using change sets ▪ Guardrails -Stack policies: Usage of stack policies ▪ Guardrails - Rollback: Update rollback ▪ Guardrails - Stack termination protection ▪ Guardrails - Rollback triggers – Dynamic monitoring using rollback triggers ▪ Monitoring - Recording & Monitoring changes with using AWS Config ▪ Extensibility - Use of custom resources ▪ Helper Scripts - Use of Helper Scripts (ex. Cfn-init, cfn-signal, etc.)		

AWS Resources

Title	Description
How to Build a Practice Microsite	Provides guidance how to build a Practice/solution page that will meet the prerequisites of the Program.
How to Write a Public Case Study	Provides guidance how to build a Public Customer Case Study that will meet the prerequisites of the Program.
How to Build an Architecture Diagram	Provides guidance how to build a architecture diagrams that will meet the prerequisites of the Program.
AWS CloudFormation Security AWS CloudFormation Troubleshooting Auto Scaling and Rolling Updates AWS CloudFormation Structure AWS CloudFormation Parameters Resource Provisioning	Use these Guides to learn more about AWS CloudFormation configuration, provisioning, troubleshooting and security best practices.

AWS reserves the right to make changes to the AWS Service Delivery Program at any time and has sole discretion over whether APN Partners qualify for the Program.